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FRUIT AND VEGETABLE CROPS
COSTS AND RETURNS
FROM
FARM COST ACCOUNTS
(FINAL REPORT)

24 FARMS-1983
NEW YORK STATE

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REPORTS
from
FARM COST ACCOUNTS

24 Farms, 1983

Enterprise data from the 1983 New York Farm Cost Account Project have been published in the following reports. Additional copies may be obtained from County Extension offices or directly from the Department of Agricultural Economics, Cornell University, Ithaca, New York 14853-0398.

Overhead Costs	A.E. Res. 84-17
Livestock Costs and Returns	A.E. Res. 84-18
Field Crops Costs and Returns	A.E. Res. 84-19
Fruit and Vegetable Crops Costs and Returns	A.E. Res. 84-20

Special Note - These publications are the final reports in a series that has spanned 70 years of continuous research documenting costs and returns for enterprises commonly found on New York farms.

WESTERN NEW YORK

FRUIT AND VEGETABLE CROPS COSTS AND RETURNS, A.E. Res. 84-20

-Contents-

	<u>Page</u>
Introduction	1
Summary of Cost Account enterprises	6
Rates of return compared with other years	7
Apples	8
Red tart cherries	12
Other fruits	16
Vegetable crops	18

INTRODUCTION

The New York Farm Cost Account Project is a research project which serves as a means of obtaining primary cost data for enterprises common on New York farms. It provides data on labor requirements and costs, machinery costs, and production costs for crop and livestock enterprises. The data are published from detailed enterprise records kept by New York farmers in cooperation with the Department of Agricultural Economics at Cornell University. These publications provide College and field staff, as well as farmers and others interested in agriculture, with a continuous record of economic changes taking place on New York farms.

The farms are located in most of the farming areas of the State. They are generally well-managed, full-time, commercial farm businesses. They provide an indication of economic factors experienced by commercial farm businesses in New York.

The reports present the results of individual enterprises and the averages of the enterprise costs and returns for all farms. They show not only the averages of cost and returns but also indications of the variations and reasons for them. The factors for individual enterprises are arranged according to size of enterprise. The annual averages of the various factors are not averages of average costs but are weighted by the size of the enterprise.

Acknowledgements

The project was under the supervision of Darwin Snyder, who also did the field work necessary to complete the records. Editing and processing the data, closing the books, completing the analysis, and preparing these reports were done by Barbara Wilcox and Florence Blodgett with assistance from Mary Chaffee and Cindy Farrell.

The material on page 4 of this report was taken from A.E. Res. 84-10, Dairy Farm Management Business Summary, New York, 1983 by Stuart F. Smith and Linda D. Putnam.

Special acknowledgement is due the group of farmers who are willing to keep the detailed records so essential to such a system of enterprise cost accounting. Without their continuing efforts and willingness to provide this information, this important and accurate source of farm data would not exist.

FRUITCOMMERCIAL FRUIT UTILIZED PRODUCTION
New York and United States

Fruit	New York				United States			
	Average		1982	1983	Average		1982	1983
	1969-73	1976-80			1969-73	1976-80		
--- thousand tons ---								
Apples	422	494	565	550	3,116	3,765	4,051	4,147
Sweet Cherries	5	3	3	3	129	165	134	167
Tart Cherries	16	10	11	12	131	93	123	77
Grapes	141	161	157	191	3,555	4,708	5,864	5,348
Peaches	9	6	6	8	1,455	1,417	1,055	876
Pears	16	16	19	19	668	816	803	775

Source: Non-Citrus Fruits and Nuts, 1983 Annual Summary; Midyear Supplement; FrNt 1-3(84); CRB, SRS, USDA. New York Agricultural Statistics, 1983, New York Crop Reporting Board, USDA.

In 1983, New York State experienced a second good year in a row for fruit crop production. Grape and peach production increased over 1982 levels while the other major tree fruit crops produced about the same. New York ranked second in apple production, third in grapes and tart cherries, fourth in pears, sixth in sweet cherries, and 13th in peaches. National production was up for both apples and sweet cherries. Production was somewhat lower for the other fruit crops, especially for tart cherries.

AVERAGE FARM PRICES OF FRUITS
New York and United States

Fruit	New York				United States			
	Average		1982	1983	Average		1982	1983
	1969-73	1976-80			1969-73	1976-80		
-- dollars per ton --								
Apples:								
Fresh	180	302	290	338	154	266	264	298
Processed	65	100	114	102	63	109	118	104
All Sales	105	178	178	196	115	198	200	212
Sweet Cherries	271	477	608	569	352	544	694	617
Tart Cherries	204	649	296	920	209	663	283	931
Grapes	174	222	234	226	117	212	232	200
Peaches	214	395	542	464	133	222	288	296
Pears	131	195	201	271	120	178	183	170

Source: Non-Citrus Fruits and Nuts, 1983 Annual Summary; Midyear Supplement; FrNt 1-3(84); CRB, SRS, USDA. New York Agricultural Statistics, 1983, New York Crop Reporting Board, USDA.

Farm prices for most fruits followed similar patterns for both the State and the nation in 1983. Prices were higher for fresh apples and sharply higher for tart cherries than they were in 1982. Somewhat lower prices were experienced for processed apples, sweet cherries, grapes, and peaches. In the case of peaches, State prices increased significantly while the national average price declined.

VEGETABLES FOR PROCESSING AND FRESH MARKET
Acreage, Yield, and Value per Unit
New York

Crop	1983 % of U.S. Total Production	Acres Harvested		Yield per Acre		Value per Unit	
		1981	1982	1983	1981	1982	1983
	%	-- 1,000 acres --		-- tons --		-- \$ per ton --	
Processing vegetables:							
Beets	NA	3.2	3.5	2.3	17.9	17.6	14.0
Cabbage for Kraut	NA	3.5	3.2	3.0	25.6	25.5	17.1
Peas	6	7.8	8.8	9.2	1.9	1.7	1.5
Snap beans	3	39	36	34	2.5	2.8	2.6
Sweet corn	6	21	25	26	4.7	5.3	5.2
						62	65
						62	66
Fresh market vegetables:							
	%	-- 1,000 acres --		-- cwt. --		-- \$ per cwt --	
Cabbage - L.I.							
	NA	1.4	1.2		250	250	
- Upstate	NA	7.2	7.5		325	410	
Carrots*	2	1.1	1.6	1.6	355	330	325
Cauliflower* - L.I.	4	1.9	1.9	1.8	135	125	120
- Upstate	3	1.7	1.8	1.7	120	120	105
Celery*	2	0.7	0.7	0.7	465	480	410
Lettuce	1	3.8	4.0	4.0	195	210	195
Onions	7	14.3	14.0	13.3	275	325	210
Snap Beans	NA	6.1	5.4	5.0	40	45	47
Sweet corn	11	22	20	21	71	78	76
Tomatoes	1	3.2	3.5	3.2	135	120	100
Strawberries*	1	2.4	2.4	2.6	46	52	45
						46.10	53.10
						46.10	46.30

Sources: New York Agricultural Statistics, 1983; NYCRB, SRS, USDA
Vegetables, 1983 Annual Summary; Vg 1-2(84); CRB, ESCS, USDA

*Includes data for both fresh market and processing crops.

Table 3. PRICES PAID BY FARMERS FOR SELECTED ITEMS, 1973-1983

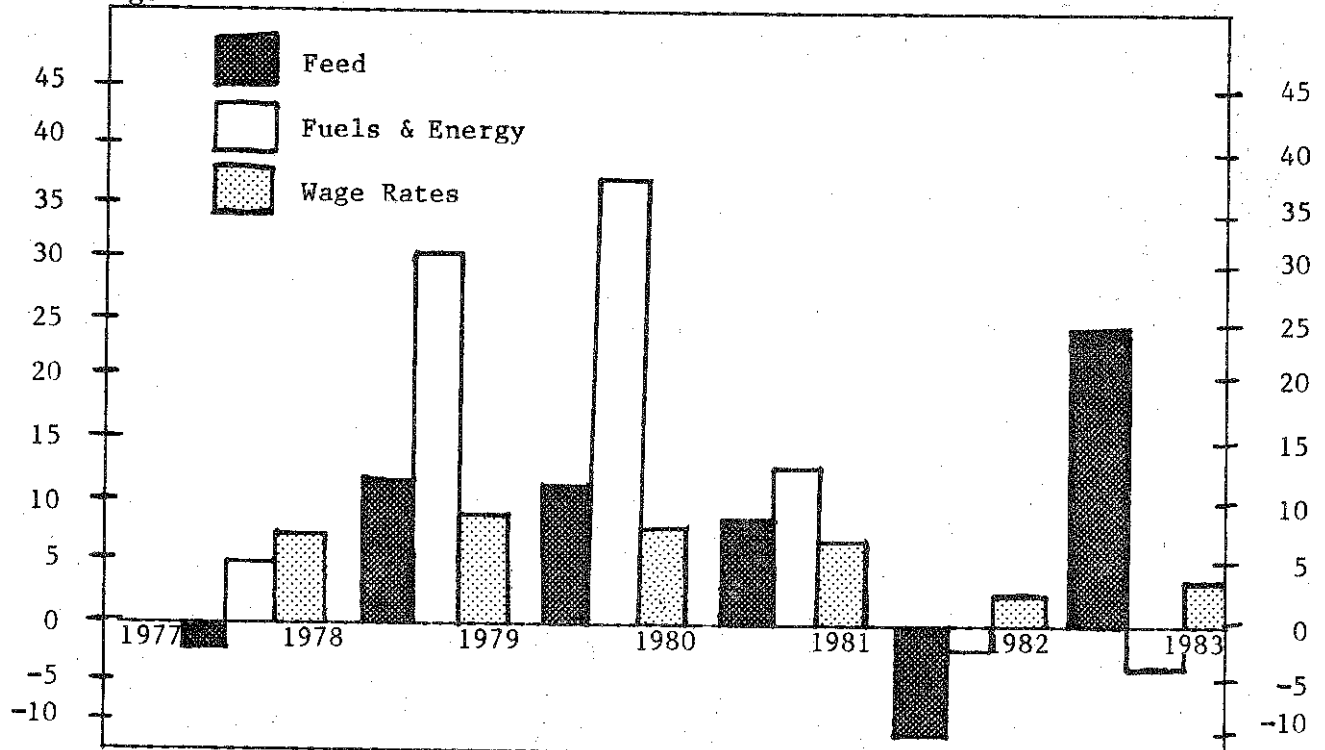
Year	Index 1977=100					
	Feed	Fert.	Fuel & Energy	Wage Rates	Taxes	Interest
1973	86	56	57	69	77	55
1974	104	92	79	79	81	65
1975	100	120	88	85	87	77
1976	103	102	93	93	94	88
1977	100	100	100	100	100	100
1978	98	100	105	107	100	117
1979	110	108	137	117	107	143
1980	123	134	188	126	115	174
1981	134	144	213	137	123	211
1982	122	144	210	143	131	233
1983*	153	137	202	147	140	236

*Preliminary

SOURCE: USDA Agricultural Prices

The prices dairy farmers pay for a given quantity of goods and services has a major influence on farm production costs. The astute manager will keep close tabs on unit costs and substitute the most economical goods and services for those that are too expensive.

Table 3 shows the unit cost indexes of selected goods and services used on New York dairy farms. The changes in feed prices, fuels and energy costs, and wage rates between years are illustrated in Chart 3.

Chart 3. ANNUAL CHANGES IN PRICES OF THREE MAJOR PRODUCTION ITEMS
U.S. Dairy Farms, 1977-1983

Feed costs increased 25 percent in 1983 after declining nine percent in 1982. Fuel and energy prices dropped for the second consecutive year. Wage rates continued to increase.

Growing Conditions

Table 1. TEMPERATURE, PRECIPITATION, AND GROWING SEASON
Selected Stations, New York, 1941-70 and 1983

Station	Average temperature		Precipitation				Length of growing season*	
	May - Sept.		May - Sept.		Total Annual		growing season*	
	1941-70	1983	1941-70	1983	1941-70	1983	1947-67	1983
	degrees		inches				days	
Albany	65.7	65.3	15.4	15.2	33.4	46.3	---	145
Alfred	61.8	60.1	17.2	16.6	36.7	36.7	125	98
Binghamton	63.3	65.4	17.9	15.1	37.4	42.6	154	164
Brockport	64.9	66.5	15.1	11.8	28.3	31.1	---	156
Canton	63.0	63.0	16.5	15.8	34.5	41.7	127	97
Geneva	64.6	65.4	14.6	11.9	32.3	30.3	---	155
Glens Falls	-----	65.2	17.8	21.0	39.3	54.4	---	145
Ithaca	63.8	63.2	17.2	11.9	34.8	35.6	145	123
Lowville	62.5	61.9	16.5	19.2	38.5	44.6	123	135
Utica	63.5	66.3	18.1	15.5	40.6	41.8	157	151

* Days between the last temperature of 32 degrees in the spring and the first in the fall.

Source: Climatological Data, NOAA, Environmental Data Service, Annual Summary, New York, 1983, Vol. 95, No. 13.

Weather is a factor to be considered when studying a farm business for a specific year. The growing conditions have a marked effect on the crops for that year. It is for this reason that data are presented on the growing conditions for 1983 and for the period 1941-70. Several stations throughout the State are listed.

The length of the 1983 growing season was significantly shorter than normal in most areas of the State. A very wet April preceded the five month growing season which experienced an average but highly variable amount of precipitation. Most stations reported higher than normal rainfall for the year, especially in eastern areas. Temperatures were near normal for the season but also varied throughout the State during the season.

Table 2. GROWING SEASON RAINFALL
Selected Stations, New York, 1941-70 and 1983

	May		June		July		August		September	
	1941-70	1983	1941-70	1983	1941-70	1983	1941-70	1983	1941-70	1983
Albany	3.26	6.26	3.00	1.95	3.12	1.34	2.87	3.41	3.12	2.28
Alfred	3.76	3.57	3.76	4.85	3.73	2.19	3.00	3.63	2.93	2.31
Binghamton	3.83	4.05	3.59	4.08	3.83	2.20	3.61	3.21	3.02	1.53
Brockport	2.55	2.76	2.65	1.77	2.28	1.42	3.00	3.96	2.75	1.91
Canton	3.37	3.93	2.91	1.92	3.43	3.14	3.47	3.96	3.31	2.84
Geneva	3.02	3.01	3.10	3.44	3.06	0.50	2.82	2.91	2.59	2.04
Glens Falls	3.63	7.19	3.77	1.64	3.68	3.38	3.42	6.86	3.31	1.95
Ithaca	3.55	2.83	3.40	3.03	3.67	0.92	3.49	3.62	3.08	1.54
Lowville	3.42	3.35	2.94	3.94	3.26	1.05	3.58	8.65	3.31	2.25
Utica	3.52	4.03	3.55	1.64	4.17	2.09	3.54	5.11	3.32	2.64

Source: Climatological Data, NOAA, Environmental Data Service, Annual Summary, New York, 1983, Vol. 95, No. 13.

YIELDS FOR CROPS AND LIVESTOCK
New York State and Farm Cost Account Averages

Item	Unit	New York State*				Cost Account
		1957-61	1967-71	1977-81	1983	1983
Hay, alfalfa mix.	tons	2.2	2.6	2.7	2.8	2.4
Corn silage	tons	11	14	14	14	13
Corn grain	bu.	57	85	90	90	92
Oats	bu.	52	60	60	57	NA
Wheat	bu.	32	39	40	46	56
Milk per cow	lbs.	7,914	10,361	11,742	12,437	16,595

*Source: New York Agricultural Statistics, 1983; Crop Reporting Service, USDA.

FARM COST ACCOUNT SUMMARY, 1983
Crop Enterprises

Crop	Number of enter- prises	Average acres per enter- prise	Yield per acre	Hours of labor per acre*	Return per		Profit per acre	Profit on enter- prise
					Hour of labor	Dollar of cost		
<u>Forage:</u>								
Hay	15	74	2.4 tn	8	1.32-	0.77	54-	4,020-
Hay crop silage	18	176	5.8 tn	4	3.67	0.95	11-	1,944-
Corn silage	19	127	13.0 tn	5	7.06	1.00	1	172
<u>Grain:</u>								
Corn for grain	6	68	92 bu	2	16.77	1.07	21	1,444
High moist. corn	15	131	3.5 tn	3	7.88	1.02	5	626
Wheat, winter	6	148	56 bu	2	9.00-	0.84	36-	5,349-
<u>Fruit:</u>								
Apples	6	75	756 bu	115	11.65	1.27	483	36,182
Red tart cherries	5	32	7,008 lb	64	38.31	2.57	2,059	65,920

*To grow and harvest the crop.

ENTERPRISE RATES OF RETURN
FARM COST ACCOUNT RECORDS, 1980-83

Enterprise	Return per hour of labor				Return per dollar of cost			
	1980	1981	1982	1983	1980	1981	1982	1983
	\$	\$	\$	\$	\$	\$	\$	\$
<u>Livestock:</u>								
Dairy cows	10.64	7.89	8.65	8.69	1.11	1.04	1.07	1.05
Dairy heifers	5.94	0.25	1.49	3.88-	0.99	0.87	0.91	0.78
<u>Forage:</u>								
Hay	0.02	1.70	2.98	1.32-	0.81	0.86	0.91	0.77
Hay crop silage	5.82	2.79	2.20-	3.67	1.00	0.94	0.85	0.95
Corn silage	5.86	5.97	3.38	7.06	0.99	0.99	0.96	1.00
<u>Grain:</u>								
Corn for grain	23.76	12.79-	5.14-	16.77	1.28	0.77	0.84	1.07
High moisture corn	22.68	0.45	6.63-	7.88	1.23	0.92	0.86	1.02
Wheat, winter	22.46	15.26	16.29-	9.00-	1.21	1.10	0.77	0.84
<u>Fruits:</u>								
Apples	5.52	8.97	4.50	11.65	0.91	1.13	0.83	1.27
Red tart cherries	17.29	13.76	6.94	38.31	1.62	1.35	1.03	2.57

Fruit Crops - Western New York

Growing costs begin accumulating with trimming and mousebaiting, etc. after harvest of the previous year's crop. The "orchard or vineyard overhead" cost is based on the value of the land and improvements and includes depreciation, if any, maintenance, drainage, taxes, and interest on the investment.

Harvesting costs include costs for the normal harvest activities as performed on each farm. Cost accumulation ceases when the crop is loaded on a truck for hauling off the farm or when the crop is placed in storage or a processing or marketing facility on the farm.

Storing and selling costs include the cost of hauling the crop to an off farm destination at harvest time. Custom packing and storage costs, if any, are included. Costs related to major CA storage facility and/or processing and marketing activities on the farm are excluded from the fruit enterprise. A wide range of post-harvest costs are included in these fruit enterprises.

Returns represent the amount the grower received for his crop when sold at harvest time or the value when delivered to a farm marketing, processing or CA storage facility.

Most apple enterprises involve varying quantities marketed as fresh and processing fruit depending on market conditions. Cost and return allocation difficulties preclude any meaningful distinction between fresh and processing fruit.

APPLES
COSTS AND RETURNS PER ACRE
449 ACRES ON 3 COST ACCOUNT FARMS, 1983

ITEM	AVERAGE PER ACRE
<u>COSTS</u>	
GROWING:	
LABOR 37 HR - - - - -	\$ 250
TRACTOR 9 HR - - - - -	47
TRUCK, EQUIPMENT, CUSTOM WORK, EQUIPMENT RENT - - - - -	64
ORCHARD OR VINEYARD OVERHEAD - - - - -	147
FERTILIZER - - - - -	63
SPRAY, DUST MATERIALS - - - - -	228
INTEREST - - - - -	25
ALL OTHER - - - - -	56
TOTAL GROWING COSTS - - - - -	\$ 880
HARVESTING:	
LABOR 78 HR - - - - -	609
TRACTOR, TRUCK - - - - -	52
EQUIPMENT - - - - -	93
CUSTOM WORK, EQUIPMENT RENT - - - - -	0
ALL OTHER - - - - -	78
TOTAL HARVESTING COSTS - - - - -	832
TOTAL PRODUCTION COSTS - - - - -	\$1,712
STORING AND SELLING:	
LABOR 1 HR - - - - -	7
TRACTOR, TRUCK, EQUIPMENT - - - - -	11
BUILDING USE - - - - -	0
DIRECT SELLING COSTS* - - - - -	23
ALL OTHER - - - - -	13
TOTAL STORING AND SELLING COSTS - - - - -	54
TOTAL COSTS - - - - -	\$1,766
<u>RETURNS</u>	
CROP - YIELD: 756 BU - - - - -	\$2,249
OTHER RETURNS - - - - -	0
TOTAL RETURNS - - - - -	\$2,249
<u>PROFIT</u> - - - - -	\$ 483
<hr/>	
	AVERAGE
OTHER FACTORS: COST PER BUSHEL TO: GROW	\$ 1.16
HARVEST	1.10
STORE AND SELL	0.07
NET** COST PER BUSHEL	2.30
NET** RETURN PER BUSHEL	2.94
PROFIT PER BUSHEL	0.64
<hr/>	
LABOR RETURN PER ACRE	\$1,349
PRODUCTION PER HOUR OF LABOR	7 BU
RETURN PER HOUR OF LABOR	\$11.65
RETURN PER DOLLAR OF COST	1.27

*ADVERTISING, CONTAINERS, COMMISSION, CUSTOM PACKING, STORAGE AND TRUCKING, AND EQUIPMENT RENTAL.

**DIRECT SELLING COSTS DEDUCTED.

FACTORS FROM 6 ENTERPRISES OF APPLES
3 COST ACCOUNT FARMS, 1983
(ARRANGED BY ACRES OF FRUIT)

FARM NO	ACRES PER ENTR	AVERAGE PER ACRE		PROD PER HOUR OF LABOR	SPRAY COST	AVERAGE PER ACRE		
		YIELD	LABOR*			PROD	TOTAL	TOTAL
						COST*	COST	RETURN
	AC	BU	HR	BU	\$	\$	\$	\$
802	152.3	540	112	5	195	1,425	1,450	1,703
802	104.2	1,043	143	7	263	1,893	1,926	3,221
832	92.4	694	116	6	196	1,792	1,878	2,082
848	77.7	892	99	9	297	2,151	2,267	2,268
802	15.7	748	56	13	182	982	989	2,149
802	7.0	527	57	9	204	928	928	1,846

ANNUAL AVERAGES - ALL ENTERPRISES: WEIGHTED BY ACRES

1983	74.9	756	115	7	228	1,712	1,766	2,249
1982	86.4	537	105	5	192	1,615	1,681	1,400
1981	98.7	406	84	5	157	1,331	1,434	1,625
1980	96.7	595	94	6	133	1,300	1,401	1,271
1979	110.5	540	92	6	101	1,192	1,296	1,393

*TO GROW AND HARVEST THE CROP.
**DIRECT SELLING COSTS DEDUCTED.

FACTORS FROM 6 ENTERPRISES OF APPLES
3 COST ACCOUNT FARMS, 1983
(READ ACROSS BOTH PAGES)

AVERAGE PER ACRE		AVERAGE PER BUSHEL			RETURN PER		PROFIT	FARM
PROFIT	LABOR RETURN	HARV COST	NET** COST	RETURN	OF LABOR	\$ OF COST	ON ENTER- PRISE	
\$	\$	\$	\$	\$	\$	\$	\$	NO
253	1,011	1.26	2.64	3.11	9.09	1.17	38,558	802
1,295	2,291	0.99	1.82	3.06	16.01	1.67	134,922	802
204	941	1.25	2.63	2.93	8.03	1.11	18,903	832
1	1,201	1.05	2.54	2.54	11.62	1.00	64	848
1,160	1,520	0.60	1.32	2.87	26.48	2.17	18,220	802
918	1,298	0.73	1.76	3.50	23.00	1.99	6,426	802

ANNUAL AVERAGES - ALL ENTERPRISES: WEIGHTED BY ACRES

483	1,349	1.10	2.30	2.94	11.65	1.27	36,182	1983
281-	480	1.26	3.09	2.56	4.50	0.83	24,347-	1982
191	772	1.39	3.45	3.92	8.97	1.13	18,721	1981
130-	536	1.07	2.31	2.09	5.52	0.91	12,544-	1980
97	698	1.16	2.33	2.51	7.39	1.07	10,679	1979

Red Tart Cherries -

See Fruit Crop notes on page 8.

RED TART CHERRIES
COSTS AND RETURNS PER ACRE
160 ACRES ON 3 COST ACCOUNT FARMS, 1983

ITEM		AVERAGE PER ACRE
<u>COSTS</u>		
GROWING:		
LABOR	21 HR - - - - -	\$ 113
TRACTOR	7 HR - - - - -	38
TRUCK, EQUIPMENT, CUSTOM WORK, EQUIPMENT RENT	- - - - -	50
ORCHARD OR VINEYARD OVERHEAD	- - - - -	150
FERTILIZER	- - - - -	53
SPRAY, DUST MATERIALS	- - - - -	171
INTEREST	- - - - -	17
ALL OTHER	- - - - -	88
TOTAL GROWING COSTS	- - - - -	\$ 680
HARVESTING:		
LABOR	43 HR - - - - -	272
TRACTOR, TRUCK	- - - - -	31
EQUIPMENT	- - - - -	200
CUSTOM WORK, EQUIPMENT RENT	- - - - -	4
ALL OTHER	- - - - -	55
TOTAL HARVESTING COSTS	- - - - -	562
TOTAL PRODUCTION COSTS	- - - - -	\$1,242
STORING AND SELLING:		
LABOR	0 HR - - - - -	3
TRACTOR, TRUCK, EQUIPMENT	- - - - -	1
BUILDING USE	- - - - -	0
DIRECT SELLING COSTS*	- - - - -	0
ALL OTHER	- - - - -	68
TOTAL STORING AND SELLING COSTS	- - - - -	72
TOTAL COSTS	- - - - -	\$1,314
<u>RETURNS</u>		
CROP - YIELD:	7,008 LB - - - - -	\$3,373
OTHER RETURNS	- - - - -	0
TOTAL RETURNS	- - - - -	\$3,373
PROFIT	- - - - -	\$2,059
		AVERAGE
OTHER FACTORS: COST PER POUND TO:		\$ 0.10
	GROW	0.08
	HARVEST	0.01
	STORE AND SELL	0.19
	NET** COST PER POUND	0.48
	NET** RETURN PER POUND	0.29
	PROFIT PER POUND	
	LABOR RETURN PER ACRE	\$2,447
	PRODUCTION PER HOUR OF LABOR	110 LB
	RETURN PER HOUR OF LABOR	\$38.31
	RETURN PER DOLLAR OF COST	2.57

*ADVERTISING, CONTAINERS, COMMISSION, CUSTOM PACKING, STORAGE AND TRUCKING, AND EQUIPMENT RENTAL.

**DIRECT SELLING COSTS DEDUCTED.

FACTORS FROM 5 ENTERPRISES OF RED TART CHERRIES
3 COST ACCOUNT FARMS, 1983
(ARRANGED BY ACRES OF FRUIT)

FARM NO	ACRES PER ENTR	AVERAGE PER ACRE		PROD PER HOUR OF LABOR	SPRAY COST	AVERAGE PER ACRE		
		YIELD	LABOR*			PROD COST*	TOTAL COST	TOTAL RETURN
	AC	LB	HR	LB	\$	\$	\$	\$
832	77.1	7,970	45	175	194	1,116	1,209	3,904
802	40.7	6,830	66	103	173	1,292	1,344	3,203
802	27.7	6,112	104	59	124	1,569	1,622	2,903
802	12.1	2,665	28	98	76	592	628	1,200
848	2.5	11,200	302	37	380	3,814	3,966	5,457

ANNUAL AVERAGES - ALL ENTERPRISES: WEIGHTED BY ACRES

1983	32.0	7,008	64	110	171	1,242	1,314	3,373
1982	37.4	7,313	41	177	141	972	1,018	1,049
1981	38.2	2,815	37	78	86	786	833	1,124
1980	34.2	8,171	55	148	101	940	1,063	1,722
1979	32.0	6,396	66	96	83	941	1,049	2,941

*TO GROW AND HARVEST THE CROP.
**DIRECT SELLING COSTS DEDUCTED.

FACTORS FROM 5 ENTERPRISES OF RED TART CHERRIES
3 COST ACCOUNT FARMS, 1983
(READ ACROSS BOTH PAGES)

AVERAGE PER ACRE		AVERAGE PER POUND			RETURN PER		PROFIT	FARM NO
PROFIT	LABOR RETURN	HARV COST	NET**		HOUR OF LABOR	\$ OF COST	ON ENTER- PRISE	
\$	\$	\$	COST	RETURN	\$	\$	\$	
2,695	2,982	0.05	0.15	0.49	65.40	3.23	207,806	832
1,859	2,250	0.09	0.20	0.47	33.45	2.38	75,656	802
1,281	1,899	0.13	0.27	0.48	18.37	1.79	35,483	802
572	704	0.14	0.24	0.45	24.98	1.91	6,924	802
1,491	3,648	0.23	0.35	0.49	11.88	1.38	3,729	848

ANNUAL AVERAGES - ALL ENTERPRISES: WEIGHTED BY ACRES

2,059	2,447	0.08	0.19	0.48	38.31	2.57	65,920	1983
31	293	0.05	0.14	0.14	6.94	1.03	1,169	1982
291	516	0.08	0.30	0.40	13.76	1.35	11,008	1981
659	982	0.05	0.13	0.21	17.29	1.62	22,267	1980
1,892	2,240	0.08	0.16	0.46	33.16	2.80	59,734	1979

FACTORS FROM OTHER FRUIT ENTERPRISES
COST ACCOUNT FARMS, 1983
(ARRANGED BY ACRES OF FRUIT)

FARM NO	ACRES PER ENTR	AVERAGE PER ACRE		PROD PER HOUR OF LABOR	SPRAY COST	AVERAGE PER ACRE		
		YIELD	LABOR*			PROD COST*	TOTAL COST	TOTAL RETURN
	AC	UNIT	HR	UNIT	\$	\$	\$	\$
<u>SWEET CHERRIES</u>								
		LB		LB				
802	3.2	7,668	82	93	371	1,328	1,364	1,534
848	3.0	11,053	357	31	143	3,356	3,525	2,650
<u>GRAPES</u>								
		TN		TN				
802	11.8	4.2	68	0.06	108	1,081	1,148	608
<u>PEACHES</u>								
		BU		BU				
802	9.0	59	160	0.04	70	1,365	1,365	294
<u>PRUNES</u>								
		BU		BU				
802	7.0	129	81	1.6	198	1,191	1,191	900
802	6.0	43	42	1.1	231	723	723	303

*TO GROW AND HARVEST THE CROP.
**DIRECT SELLING COSTS DEDUCTED.

FACTORS FROM OTHER FRUIT ENTERPRISES
COST ACCOUNT FARMS, 1983
(READ ACROSS BOTH PAGES)

AVERAGE PER ACRE		AVERAGE PER UNIT			RETURN PER		PROFIT	FARM NO
PROFIT	LABOR RETURN	HARV COST	NET** COST	RETURN	HOUR OF LABOR	\$ OF COST	ON ENTER- PRISE	
\$	\$	\$	\$	\$	\$	\$	\$	
<u>SWEET CHERRIES</u>								
			PER LB					
170	554	0.03	0.18	0.20	6.74	1.12	544	802
875-	1,496	0.26	0.32	0.24	4.11	0.75	2,625-	848
<u>GRAPES</u>								
			PER TN					
540-	228-	43	255	128	3.35-	0.53	6,370-	802
<u>PEACHES</u>								
			PER BU					
1,071-	328-	7.96	23.10	5.00	2.04-	0.22	9,637-	802
<u>PRUNES</u>								
			PER BU					
291-	266	4.29	9.26	7.00	3.28	0.76	2,034-	802
420-	164-	5.64	16.69	7.00	3.98-	0.42	2,519-	802

FACTORS FROM VEGETABLE CROP ENTERPRISES
COST ACCOUNT FARMS, 1983
(ARRANGED BY ACRES OF CROP)

FARM NO	ACRES PER ENTR	AVERAGE PER ACRE		PROD PER HOUR OF LABOR	AVERAGE PER ACRE			
		YIELD	LABOR*		GROW COST	HARV COST*	TOTAL COST**	TOTAL RETURN
	AC	UNIT	HR	UNIT	\$	\$	\$	\$
<u>SNAP BEANS - PROC</u>								
		TN		TN				
827	1,817.0	2.8	5	0.6	302	62	393	478
848	790.3	2.4	5	0.5	312	59	402	429
<u>TABLE BEETS</u>								
		TN		TN				
827	384.0	23.0	12	1.8	455	193	810	1,123
<u>CABBAGE - MKT</u>								
		TN		TN				
827	36.0	6.3	40	0.2	555	408	1,714	2,563
<u>CABBAGE - PROC</u>								
		TN		TN				
827	99.0	20.3	34	0.6	572	252	959	753
<u>CARROTS</u>								
		TN		TN				
827	159.0	20.7	20	1.0	486	195	895	1,221
<u>PEAS - PROC</u>								
		TN		TN				
827	498.0	1.7	9	0.2	369	145	553	539
836	42.0	1.8	1	1.5	218	196	450	654

*TO GROW AND HARVEST THE CROP.

**INCLUDES STORING AND SELLING COSTS

***VALUE OF BY-PRODUCTS, IF ANY, DEDUCTED.

FACTORS FROM VEGETABLE CROP ENTERPRISES
COST ACCOUNT FARMS, 1983
(READ ACROSS BOTH PAGES)

<u>AVERAGE PER ACRE</u>		<u>AVERAGE PER UNIT***</u>		<u>RETURN PER</u>		<u>PROFIT</u>	
<u>PROFIT</u>	<u>LABOR</u> <u>RETURN</u>	<u>NET COST</u>	<u>NET</u> <u>RETURN</u>	<u>OF</u> <u>LABOR</u>	<u>\$</u> <u>OF</u> <u>COST</u>	<u>ON</u> <u>ENTER-</u> <u>PRISE</u>	<u>FARM</u> <u>NO</u>
\$	\$	\$	\$	\$	\$	\$	
<u>SNAP BEANS - PROC</u>							
		PER TON					
85	132	140	171	25.90	1.22	155,401	827
27	71	167	178	14.42	1.07	21,443	848
<u>TABLE BEETS</u>							
		PER TON					
313	476	35	49	26.60	1.39	120,049	827
<u>CABBAGE - MKT</u>							
		PER TON					
849	1,413	272	407	22.83	1.50	30,559	827
<u>CABBAGE - PROC</u>							
		PER TON					
206-	152	47	37	3.87	0.79	20,372-	827
<u>CARROTS</u>							
		PER TON					
326	556	43	59	22.11	1.36	51,905	827
<u>PEAS - PROC</u>							
		PER TON					
14-	71	317	309	7.60	0.97	7,106-	827
204	215	247	359	173.83	1.45	8,563	836

FACTORS FROM VEGETABLE CROP ENTERPRISES
COST ACCOUNT FARMS, 1983
(ARRANGED BY ACRES OF CROP)

FARM NO	ACRES PER ENTR	AVERAGE PER ACRE		PROD PER HOUR OF LABOR	AVERAGE PER ACRE			
		YIELD	LABOR*		GROW COST	HARV COST*	TOTAL COST**	TOTAL RETURN
	AC	UNIT	HR	UNIT	\$	\$	\$	\$
<u>POTATOES - PROC</u>								
		CW		CW				
827	223.0	296	29	10	937	371	1,614	2,144
<u>SWEET CORN - PROC</u>								
		TN		TN				
105	90.2	4.3	3	1.5	235	30	290	308
836	35.2	3.5	2	2.2	185	26	238	235

*TO GROW AND HARVEST THE CROP.

**INCLUDES STORING AND SELLING COSTS

***VALUE OF BY-PRODUCTS, IF ANY, DEDUCTED.

FACTORS FROM VEGETABLE CROP ENTERPRISES
COST ACCOUNT FARMS, 1983
(READ ACROSS BOTH PAGES)

<u>AVERAGE PER ACRE</u>		<u>AVERAGE PER UNIT***</u>		<u>RETURN PER</u>		<u>PROFIT</u>	
<u>PROFIT</u>	<u>LABOR</u>	<u>NET COST</u>	<u>NET</u>	<u>OF</u>	<u>OF</u>	<u>ON</u>	<u>FARM</u>
	<u>RETURN</u>		<u>RETURN</u>	<u>LABOR</u>	<u>COST</u>	<u>ENTER-PRISE</u>	<u>NO</u>
\$	\$	\$	\$	\$	\$	\$	
<u>POTATOES - PROC</u>							
			PER CW				
530	843	5.45	7.24	24.55	1.33	118,129	827
<u>SWEET CORN - PROC</u>							
			PER TON				
18	32	67	71	11.57	1.06	1,623	105
3-	16	68	67	6.59	0.99	103-	836